

Message Text

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INFO OCT-01 EUR-12 NEA-09 ISO-00 COME-00 /029 R

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NEA/RA: HMONTGOMERY

COM/OIM: CBARRETT (SUBS)

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R 071857Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY CAIRO

AMEMBASSY TEL AVIV

AMEMBASSY AMMAN

AMEMBASSY DAMASCUS

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

AMEMBASSY JIDDA

USINT BAGHDAD

AMEMBASSY MANAMA

AMEMBASSY KUWAIT

AMEMBASSY DOHA

AMEMBASSY ABU DHABI

AMEMBASSY MUSCAT

AMEMBASSY SANAA

AMEMBASSY TRIPOLI

INFO AMCONSUL DHAHRAN

AMCONSUL KHORRAMSHAHIR

AMEMBASSY TUNIS

AMEMBASSY ALGIERS

AMEMBASSY RABAT

AMCONSUL CASABLANCA

AMEMBASSY LONDON

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CAIRO PASS INFO TO ALEXANDRIA

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: U.S. TRADE CENTER/LONDON AND OPEC MARKET

1. LONDON TRADE CENTER PLANS TO DRAW INTO ITS PROMOTIONAL ACTIVITIES LARGE NUMBER OF LONDON BASED INDIVIDUALS, AGENCIES AND FIRMS INVOLVED IN THE INVESTMENT AND PURCHASING ACTIVITIES MIDDLE EASTERN COUNTRIES. TRADE CENTER WILL UNDERTAKE MARKET RESEARCH STUDY TO IDENTIFY RESIDENT PURCHASING OFFICIALS/AGENTS, UK BRANCHES OF LEADING MIDDLE EASTERN TRADING HOUSES, CONSTRUCTIONS FIRMS ETC. AND TO DEFINE PATTENS OF ARAB BUYING IN UK. INFORMATION WILL ALSO AID EMBASSY IN PURSUING MAJOR PROJECTS AND TRADE OPPORTUNITIES.

2. STATE AND COMMERCE ENDORSE LONDON'S PROPOSAL AND REQUEST THAT ACTION ADDRESSEES ASSIST STUDY BY PROVIDING TRADE CENTER WITH FOLLOWING INFORMATION BY JUNE 1: (1) THE NAMES AND ADDRESSES OF FIRMS AND INDIVIDUALS, WHETHER PRINCIPALS OR LEADING REPRESENTATIVES, WHO ARE KNOWN TO MAKE OR RECOMMEND PURCHASING DECISIONS IN LONDON ON BEHALF OF MIDDLE EASTERN COUNTRIES, (2) AND WHERE KNOWN THE CHARACTER AND SCOPE OF THEIR BUSINESS. ASSISTANCE THAT POSTS PROVIDED TO UPCOMING TELECOMMUNICATION EQUIPMENT EXHIBIT AT LONDON TRADE CENTER WAS EXTREMELY HELPFUL.

3. WE RECOGNIZE CURRENT STRAIN ON RESOURCES OF POSTS IN MIDDLE EAST AND WILL KEEP YOUR INVOLVEMENT IN PROJECT MINIMAL.

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